

Message Text

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PAGE 01 STATE 096834
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DRAFTED BY EUR/SOV:WHEDGAR:GMH
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P 142353Z APR 78
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW PRIORITY

C O N F I D E N T I A L STATE 096834

E.O. 11652: GDS

TAGS: EEWT, UR, US

SUBJECT: BUSINESS FACILITATION MEETINGS

REF: MOSCOW 6765 AND PREVIOUS

1. DEPARTMENT APPRECIATES COMMENTS IN REFTTEL, AND WE FULLY
ENDORSE GOALS LISTED IN PARA 4.

2. WE BELIEVE THAT ANY SOLUTION TO THE CURRENT IMPASSE
SHOULD MEET FOUR CONDITIONS TO WHICH WE ATTACH EQUAL
WEIGHT: (A) MEETINGS SHOULD BE RELATIVELY FREQUENT (6-8 A
YEAR); (B) THEY SHOULD ALTERNATE BETWEEN MOSCOW AND
WASHINGTON; (C) EACH SIDE SHOULD DERIVE COMPARABLE BENE-
FITS; (D) MANZHULO SHOULD CHAIR THE SOVIET SIDE IN
MOSCOW. AS LONG AS THESE CONDITIONS ARE MET, WE ARE PRE-
PARED TO HAVE AN ASSISTANT SECRETARY OF COMMERCE CHAIR THE
US SIDE IN WASHINGTON.

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PAGE 02 STATE 096834

3. WE THEREFORE PLAN TO GIVE THE SOVIETS THE FOLLOWING NON-
PAPER IN RESPONSE TO THE ONE VASEV GAVE MARSHALL SHULMAN
ON MARCH 27:

BEGIN TEXT. WE WELCOME YOUR WILLINGNESS TO CONTINUE HOLD-
ING REGULAR MEETINGS ON BUSINESS FACILITATION MATTERS, AND

AGREE THAT THEY SHOULD BE HELD AT THE LEVEL OF A DEPUTY MINISTER OF FOREIGN TRADE IN MOSCOW AND AN ASSISTANT SECRETARY OF COMMERCE IN WASHINGTON. WE PROPOSE THE FOLLOWING GUIDELINES FOR THESE MEETINGS: (A) THEY SHOULD TAKE PLACE AT LEAST SIX TIMES A YEAR (3 IN EACH CAPITAL); (B) THEY SHOULD ALTERNATE BETWEEN MOSCOW AND WASHINGTON; (C) THEY SHOULD BE CONDUCTED IN SUCH A MANNER AS TO FOSTER A BALANCE OF BENEFITS FOR BOTH SIDES. IF YOU FIND THESE GUIDELINES ACCEPTABLE, OUR ECONOMIC/ COMMERCIAL COUNSELOR IN MOSCOW WOULD BE PREPARED TO MEET WITH MR. MANZHULO AT HIS EARLIEST CONVENIENCE, IN ORDER TO REESTABLISH THIS USEFUL CHANNEL OF COMMUNICATION. END TEXT.

4. IF EMBASSY HAS ANY FURTHER COMMENTS, WE WOULD APPRECIATE HEARING FROM YOU BY COB APRIL 20. CHRISTOPHER

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NNN

Message Attributes

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